

U. S. SILICA JOB DESCRIPTION

POSITION: Frac Supply Chain Specialist

LOCATION: Flexible

REPORTS TO: Corporate Customer Service Leader

FUNCTIONALLY REPORTS DIRECTLY TO: Sr. Vice President Sales & Marketing

SUPERVISES: No Direct Reports

BASIC FUNCTION:

Act as the central individual managing the supply and assist in the order fulfillment of frac products at all USS frac facilities, as well as the inventory at all frac transload sites. This person will have the knowledge and authority to allocate product sales based on parameters set by Sales Management, with ongoing input from Sales and Operations. Must communicate order status and supply issues to customer representatives (those individuals providing purchase orders). Find solutions for customers in a way that improves overall profitability and equity value to USS.

% DUTY

- 50
 - Coordinate the supply chain for all USS frac customers. Responsible for tracking product volumes on hand, on order, and in transit. Must monitor rail pipeline, outbound shipment status, and changes in customer pick-up commitments. Will maintain a working inventory forecast to be communicated to all appropriate personnel. This forecast will continually be updated as new information is received. The individual must communicate this data continuously with Sales, Logistics, Customer Service, Operations, and Transload/Storage vendors. These critical daily variables will drive this individual's decision-making in coordinating the details of current and future product demand and flow, keeping in mind the best short/long-term interests of USS. (See "Other" for further details on these duties)
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 - Works with internal personnel, carriers, and customers to provide solutions to rail, barge, and truck transportation problems. Ensures that the lowest cost and operationally effective mode of transportation is being used, as directed by logistics management. Seek logistics solutions to meet growth opportunities by working with the Transportation/Logistics Leader. Develop a transportation database that ensures adequate transportation resources are available to meet expected O&G market demand. Visit railroad and trucking facilities when necessary to ensure these partners are providing service according to USS expectations.
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 - Develop & maintain a robust understanding of USS plant processes and capabilities to produce frac sand. Build internal relationships with USS Operations group, corporate headquarters, and Sales to leverage USS capabilities in the O&G market. Build external relationships through occasional visits to well service districts.

- 15 • Develop and maintain O&G product movement reports that will assist USS in maximizing penetration of this market -- such as monthly delivery and sales to and from transload sites, by customer and by grade. Develop and report on-time shipment data and sales orders declined due to capacity constraints. In addition, an important aspect of this position will be to track, document, and communicate to Sales the aging of inventory in cars and storage silos/pads.
- 10 • Will work with Accounting to ensure inventory costs are minimized (assist in monitoring demurrage and storage costs) and billing accuracy (ensure the correct volumes are invoiced and at the correct pricing, with proper documentation. Will need to have a copy of all active pricing for frac customers.
- 05 • Participate in weekly Frac Meetings (and other similar forums) to receive input from Sales/Marketing and Operations. Incorporate any new information to modify the parameters used to set demand management strategy.

100%

WORK

CLIMATE:

Should be able to be comfortable in corporate office atmospheres as well as at O&G well worksites and transportation sites that unload and store sand. Be aware and respectful of safety related issues of both U.S. Silica and Customers work environments. Must be willing to be "on call" during some evenings and weekends (to address customer needs).

REQUIRED SKILLS, ABILITIES & TALENTS

Organization

Must be able to work well with others in both internal (U.S. Silica) and external (customer) organizations. Must have the ability to effectively organize work and multi-task in a fast-paced environment.

Communication

Verbal Written Verbal & Written

Cooperation

Ability to work well with others taking leadership role regarding problem solving and meeting customer requirements.

Problem Analysis

Must be able to recognize and solve both analytical (transportation or sales related) and interpersonal problems. Capable of reaching logical solutions by understanding financial and operational issues that impact USS plants and customers.

Creativity

Must be able to look beyond the obvious and be able to think "outside the box" regarding sales/logistics situations and internal operating and marketing issues.

Computer

None Proficient Extensive Skills

Be specific: Must have excellent written communication skills with MS - Word, with additional knowledge related to using MS-Outlook & Excel spreadsheets. Must be proficient with JDE Enterprise system and with transportation software (rail tracking, car ordering and supply etc.). Must be knowledgeable utilizing railroad websites for daily activities.

Other

This section presents further explanation of some of the primary duties summarized above:

Inventory Management - this individual will determine future inventory by obtaining the most current information from plant production, transloaders, and storage operators in order to estimate what will be available to commit to customers in the days/weeks ahead.

Allocation Priorities - will maintain a priority list (in conjunction with Sales) to guide the origin plant as to what orders will be accepted for direct shipments to customers and what will be shipped to transload sites. When necessary, this individual will procure orders from customers.

Coordination between customers and transload locations - will ensure the details of when customers will pick-up material and for what job site is properly communicated to the transloader. Furthermore, when the sand requirements for the job/PO have been completed, this individual will make adjustments to available inventory, if necessary.

KNOWLEDGE AREA

Customer Service, Sales/Marketing, Logistics, financial impact of business decisions, fundamentals of mining/processing/shipping sand products.

MINIMUM REQUIREMENTS**A. Equivalent Education Level Required**

None GED/High School Diploma College Degree
 1-5 Years Experience 5+ Years Experience

B. Experience Required

3 or more years prior in customer service/sales/logistics

C. Knowledge Required

Managing customer relationships, Sales, Logistics market.

D. Special Skills